

Financial,
Manufacturing,
Real Estate.

The Times Dispatch

INDUSTRIAL SECTION

Want Ads.,
Agriculture,
Commerce.

THIS DISPATCH FOUNDED 1850.
THE TIMES FOUNDED 1834.

RICHMOND, VA., SUNDAY, APRIL 9, 1911.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Rainy Weather Cuts No
Figure, and Realty Bus-
iness Has Been Heavy

THE DEMAND FOR BUSINESS SITES

Good Sales Reported From All
Points of the City Compass.
Richmond Man Buys Fine
Chesterfield Farm That
Had Many Bidders.
Suburban Notes.

The time was, and that in very recent days, when much rain knocked the whole real estate business into a cocked hat or into the "middle of next week" or the first ensuing week that brought the sunshine again, but it would seem that times and customs have undergone a change, for judging from last week's volume in the real estate realm weather cuts very little figure in the business of buying and selling Richmond realty. Perhaps it does matter some with suburban property as to whether the sun shines or not, but it is rainy or sunny good old Richmond dirt sells right along and the activity of the agents can't be held down.

So many of the agencies refuse to give figures that it is hard to make an accurate sum up of a week's transactions, but from the few castron facts that are obtainable and safe hints there, it is not far out of the way to say that notwithstanding the continuous rains of the past week, not less than \$500,000 of Richmond and suburban realty changed hands the past week.

Some of the Figures.
Golsan & Nash sold about \$20,000 of property and closed up \$50,000 worth of deals that were practically made the week before. Some of the deals, in fact, nearly \$10,000 worth of them, were Westhampton and Southampton lots, some were in South Richmond property, but more than half of the total was in Richmond dirt proper.

H. Seldon Taylor & Co. made some good sales and put some larger ones on the string, but the particulars are in the vocative.

Richeson & Crutcher report very satisfactory sales amounting to something like \$15,000, including a handsome Hanover Street residence.

W. E. Pizini & Co. sold for H. E. Wallerstein the store 1305 East Main Street, occupied by the Powers-Taylor Drug Company, for \$20,000, and also the store property 1212 East Main Street, for something like the same figure.

Green & Reed put on the record something like \$15,000 worth of property that sold during the week. Their sales consisted of small properties here and there and everywhere all over the city, but the aggregate made pretty good business.

In the Western Section.
Amos & Pindexter's sales, consisting largely of splendid property in the East End, amounted to about \$20,000.

W. E. Purcell, Jr. company made their sales foot up to something like \$15,000, including the residence 208 East Grace Street for \$10,000, which was bought as an investment by P. Gonnella.

Blanton & Co. pulled off some good deals the past week, amounting to more than \$25,000. Among these were several very satisfactory sales of lots in Monument Annex. This part of their business might come under the head of suburban deals, but Monument Annex is only three blocks beyond the corporate limits, and as there can be no doubt of the fact that it will ere long have all of the city improvements and conveniences that are possible away downtown, it may well be called city property.

Splendid Farm Property.
Other large sales were made by various agencies, some of whom "fess up," but will give no particulars. Others will not admit the gulf, but smile intelligently as they refuse to talk.

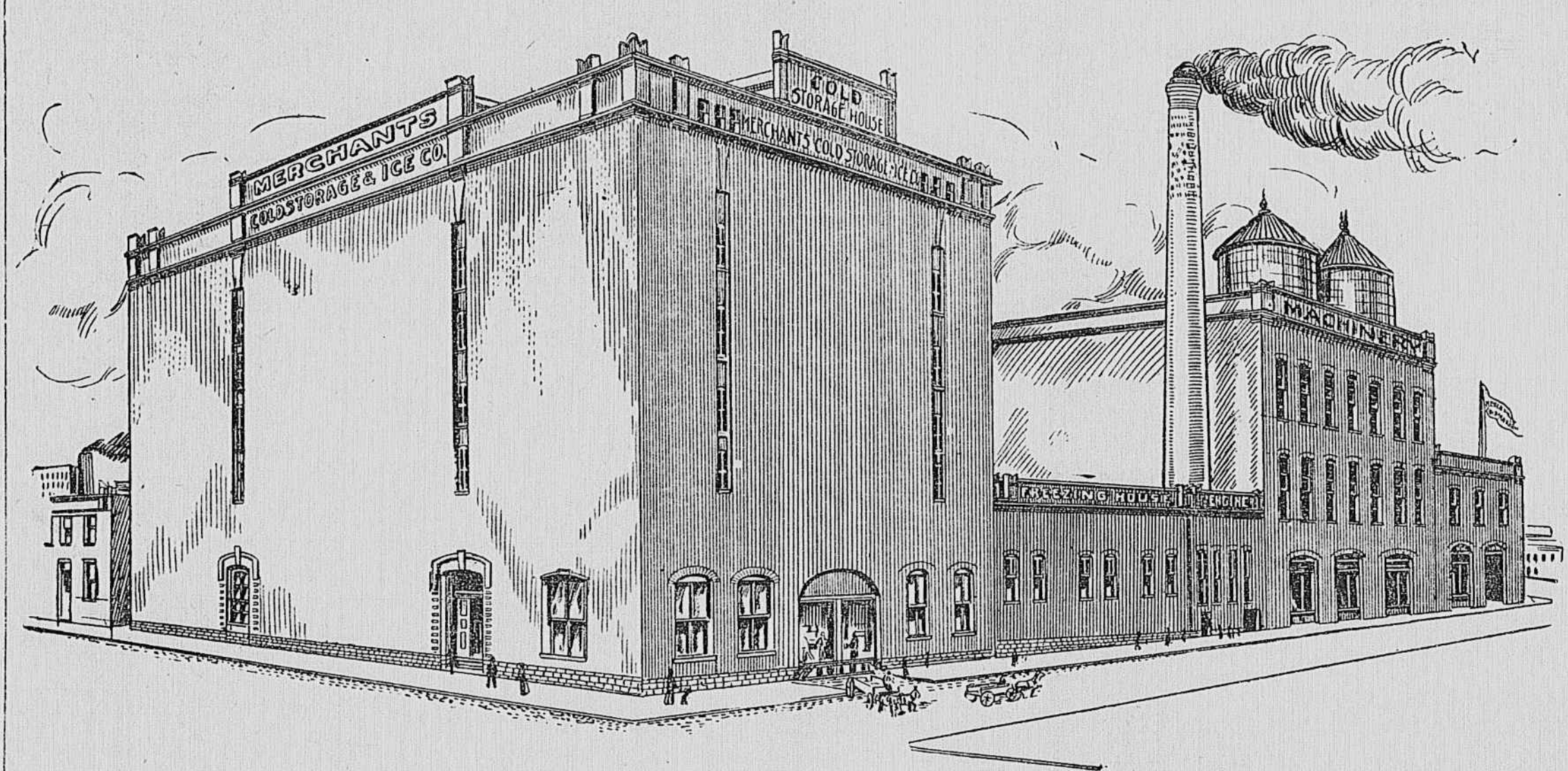
J. Thompson Brown & Co. report the closing of eight or ten deals, aggregating about \$100,000, including one and consisting of four or five centrally located houses and lots, several West End dwellings, suburban acreage in the East End, blocks West of the river, and a 2,200-acre James River farm, this latter place being the splendid Meadowville farm, which was sold by them to S. T. Morgan, president of the Virginia-Carolina Chemical Company, for \$48,000. "Meadowville" is considered one of the finest in the State for fertility and productivity, and is also noted as a game preserve, being frequented by all kinds of game, including deer, turkeys, and other birds, and has irrigation canals, which abound in game and fish of all kinds, no less than 300 for sale, and the place is from its waters to stock nearby ponds and lakes in the parks of Petersburg, LeRoy E. Brown, who engaged the deed, is less than 10 miles from the city, and is in correspondence with him in the past few weeks and they are in widely separated parts of the country. One is a prominent civil engineer, now of Canada, another a wealthy lady of Denver, a former Virginian, who wishes to return to her native State, another a wealthy stock broker of Philadelphia, and yet another a hardware manufacturer of Indiana, also another who recently held an option on it, but let it lapse. Mr. Brown hopes to eventually land all of these good folks on Meadowville.

Mr. Morgan has been congratulated upon securing this valuable property, and will doubtless improve it in keeping with the other noted places on the river. By the way, it is gratifying to note that a Richmonder secured "Meadowville," and that a Richmond water firm held an option on it a long time, and one of the big firms of another town, Lynchburg, perhaps, also had "second parties" on the string. Old Richmond is hard to beat in any line, especially in the real estate line.

A Very Important and Interesting auction sale has been announced for next Thursday, the 13th, the results of which will probably knock out a standard superstation, No. 313 East Broad Street, Nos. 511 and 513 East Leigh Street, and No. 513 North Sixth Street, will all be offered at auction, on the 13th, mind you. These properties, which run so much with "13" in their midst, belong to A. and E. Myers, and they are being sold for division, and sold by not less than four agencies. The property No. 313 East Broad is attracting not a little attention. Mr. Myers bought it from Green & Reed about five years ago, and since then has been offered an

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RICHMOND'S BIG COLD STORAGE PLANT



NEW INDUSTRIES OF THE PAST WEEK

Developmental Announcements
From Various Sections
of South.

(Special to The Times-Dispatch.)

Baltimore, April 8.—In the first three months of this year, according to figures in this week's issue of the Manufacturers' Record, there were announcements of additions of 55,500 spindles and 1,600 looms to the textile equipment of the South in spinning and weaving, and of eight knitting mills. The investment represented by the spindles and looms will aggregate about \$1,500,000 and the aggregate capital of the new knitting mills is \$107,000. Five of the knitting mills will be in North Carolina and one each in Alabama, Georgia and Maryland. Of the total investment in spindles and looms, \$1,000,000 represents one plant alone. This is the important Southern Industrial and other developmental announcements of the week are the following:

Champion Lumber Co., Canton, N. C., was authorized with \$500,000 capital stock, and purchased for development over 100,000 acres of timber land in Haywood county, besides two railways, will undertake construction of additional railways, complete construction already begun, rebuilding saw mill and installing machinery increasing daily output to 175,000 feet of lumber, etc.

S. Montgomery Smith, Asheville, N. C., purchased 10,000 acres of timber land in Yancey county, N. C., and sold about \$65,000, 1,200-horsepower steam band saw mill for a daily output of 75,000 feet of lumber; a 10,000-acre hardwood tract will be sold to an Asheville company now organizing, development including establishing saw and door factory, hardwood flooring plant, stave mill and pulp and paper mill.

William J. Oliver, Knoxville, Tenn., and associates purchased an interest in the Salisbury & Spencer mill and will construct twenty-two miles of railway connecting the systems of Salisbury and Concord, besides making extensive improvements to the Salisbury mill. The plant is now being improved, will cost \$500,000; purchase of interest is said to have involved \$1,000,000.

Bald Mountain Portland Cement Co., Rome, Ga., which was incorporated last week with \$1,000,000 capital stock, contemplates building plant with initial daily output of 1,000 barrels of Portland cement and to increase in future to 5,000 barrels.

American Timber & Coal Co., Cincinnati, Ohio, was organized with \$200,000 capital stock to develop 500,000 acres of Kentucky and Tennessee land by making coal leases and selling stumps.

Eldorado Gold Mining Co., Auraria, Ga., was incorporated with \$500,000 capital stock by Petersburg and Kansas City parties to develop Georgia gold properties.

Dunson Mills, Lagrange, Ga., awarded contract for main building costing about \$250,000, 1,200-horsepower steam plant costing about \$250,000, and 20,000 spindles, 400 looms, etc., costing about \$300,000.

Factoria Land Co., Little Rock, Ark., purchased 750 acres of land and plans expending about \$200,000 for development for factory sites.

J. G. Flynt Tobacco Co., Winston-Salem, N. C., was incorporated with \$100,000 capital stock to manufacture tobacco and will have a daily output of 1,000 pounds.

Statesville Cotton Mills, Statesville, N. C., awarded contracts for 3,000 spindles and carding machinery costing about \$60,000.

Inman Oil Mill, Inman, S. C., was organized with \$25,000 capital stock to build a cotton seed oil plant.

FARMING TRAINS ARE SUCCESSFUL

Brilliant Tour of Norfolk and
Western Completed—Tour of
R. F. & P. This Week.

The successful two weeks' tour of the splendid Norfolk and Western farmers' institute and exhibition train, the movements of which have been reported in The Times-Dispatch from time to time, came to an end at Ford in Dinwiddie county, yesterday afternoon. This train, under the supervision of Norfolk and Western officials and Commissioner of Agriculture Koerner, assisted by his associate, J. J. Owen, has toured the main line and all of the branch lines in Virginia of the Norfolk and Western Railway, and the meetings were held at Rustburg and Brookwood, in Campbell county, and at Houston and one other point in Halifax county.

The train interfered not a little with the attendance of farmers, but at each place the three auditorium cars were packed with interested tillers of the soil, who paid the strictest attention to the lectures being given by the practical men who discussed better farming methods by farmers and their wives.

Commissioner Koerner will start out to-morrow with an institute train on the Richmond, Fredericksburg and Potomac Railway. The addresses will be made by the same practical men who spoke on the Norfolk and Western tour. They will begin at Glen Allen to-morrow morning, and two institutes per day will be held until next Friday, ending at Accotink. The morning institutes will begin at 10 o'clock, and the afternoon sessions at 1:30 o'clock.

IMPROVEMENTS FOR BURKEVILLE. (Special to The Times-Dispatch.)

Burkeville, Va., April 8.—The Town Council of Burkeville is being urged by many citizens, who are tired of wading in mud along the streets, to take up the question of a bond issue for general town improvements, especially better streets and sidewalks. It is quite likely that the matter will come up in some tangible form at the next meeting of the council.

VIEWERS AND NEAR VIEWERS; HINTS AND SUGGESTIONS

Burkeville on the Move—Good Work of Institute
Trains—Big Roanoke's Ambition—Jews
Learning Agriculture—High Officer in
Development Army—Brief Views.

BY FRANK S. WOODSON,
Industrial Editor.

I was talking with a progressive citizen of Burkeville the other day—and Burkeville has some progressive citizens—and somewhat to my surprise he told me that there is a wholesale store in that town that is doing a good distributing business. Noticing my surprise, the good citizen went on to say that there is no better place for a few distributing houses in Virginia from Burkeville, and, come to think about it, I guess he is about right. With two railways the shippers here enjoy the "Virginia city" freight rates and can get their goods in as cheap as any city in the State, and they have splendid facilities for getting them out. The town is surrounded by a good and prosperous back country in which some of the most substantial country merchants do business, and the distributors have no lack of territory to work in. Then taxes, rents and living are all very cheap in Burkeville. A half dozen small distributing establishments, that is jobbing houses, would make money in Burkeville, and the progressive citizen who talked with me, assisted by some others of his kind, is going to make an effort to get them. The banking facilities are good, the schools are splendid and the churches are numerous. Several manufacturing establishments flourish there, and one of the best little hotels in the State is there. Well, why should not Burkeville become a really lively little jobbing point?

AGRICULTURAL LECTURES BY RAIL.

The Farmers' Institute trains, instituted a few years ago by Commissioner Koerner, are becoming more and more popular with the horny-handed sons and daughters of toil, as the farmers realize the benefits derived from them. The two weeks' tour of an institute and farm exhibition train just made over the Norfolk and Western road and its branch lines reached the high water mark in the matter of attendance by interested farmers, their wives and sons and daughters. From the reports already published in this

DAIRY FARMING IS PROFITABLE

Some of the Best of Modern
Dairy Farms Supply Rich-
mond With Milk.

There are no better kept dairy farms than those to be found around Richmond, the ones that supply this city with milk. It is a profitable and growing business. A short talk from an expert on the art of dairy farming may not be out of place just now. I quote from T. C. Karns, in Home and Farm, who says:

Nobody keeps a dairy for fun. It is a business proposition that requires good judgment, fine management, close work and a love for it. Much depends upon the man. Some dairymen will make big profits where others make nothing. It is not a speculative business that brings great fortune in a day. Nor will it bring ruin in the same way.

I have known but few true dairymen that didn't grow rich. They didn't do this in a day, or a week, or a year, but in a life-time. To be worth anything, every business must be undertaken as a permanency. We must begin with all the information we can get, and then grow up by observation and experience into more knowledge.

The profit-making dairyman must also be a profit-securing farmer. The two businesses run hand in hand. The dairy makes the farm profitable, and this increases its own income. The manure from each cow is worth \$15 a year, and properly used, is as much a factor in profits as that much milk or butter when sold.

The dairymen who makes profits learns from others as well as from his own experience. He is quick to recognize a brother dairymen, and is never caught napping. He doesn't injure others by cutting prices, but rather co-operates in keeping everything on a paying basis.

To make the dairy pay you must study best ways of feeding. What feed will produce the most milk? How can the feed ration be cheapened without reducing the flow of milk? How can proper feeds be obtained at least cost? What can be grown cheapest on the farm, and what must be bought? How must food be adapted to the individual?

(Continued on Third Page.)

THE EFFECT ON TRADE.

Another hint and cry has been raised, principally by the dairy men, against the system on the idle place that cold storage enables dealers to keep up prices on all eatables and the ultimate consumer suffers. The contrary is the proper price at a time when the demand is in excess of the immediate supply, and consequently the cost would otherwise be away up yonder. It has been thoroughly demonstrated that in this way cold storage is a protection to the consumer, and keeps him from being imposed upon at stated periods. Competition will always regulate prices. If the dealer has the stock to compete with. Cold storage in many lines furnishes him with that stock in the time of need, as illustrated above.

FURS, FABRICS AND GOOD CLOTHES.

It has been demonstrated all over the country, nowhere more pointedly than in Richmond, that cold storage is a blessing to the wearers of furs, owners of carpets, rugs and of clothing and all manner of fabrics. In the cold storage plant that has properly stored apartments for the care of these goods, all of them, especially furs and carpets and winter clothing, are in the summer time perfectly secure from moths, dust and various odors, and then it has been scientifically shown that cold air is advantageous to all of these goods and furs will come out of the refrigerator looking better and holding their own better than if they had been kept in a private closet or wardrobe or trunk.

RICHMOND COMES TO THE FRONT.

The cold storage business has grown marvelously in this country within the past few years, and as Richmond never lags behind any city in bringing out anything that adds to the comfort and convenience and profit of its people and its business interests, and goes to make it the best place in the whole country to live and do good business in, it naturally took hold of the cold storage idea. Richmond has a cold storage plant which, while not as large as many that are in the country, is perhaps the largest in the South, and is certainly in its buildings and appointments.

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COLD STORAGE AND ITS ADVANTAGES

Comparatively a Modern
Development in Sci-
ence and Business.

RICHMOND'S BIG STORAGE PLANT

The Pioneers in the Business.
The Merchants' Cold Storage
and Ice Manufacturing Com-
pany's Methods to Make
Richmond Fruit Distrib-
uting Point for South.

By FRANK S. WOODSON,
Industrial Editor.

Cold storage is something of a modern invention, so to speak, and of all the inventions and scientific discoveries that have come for the comfort, convenience and profit of man none perhaps has shown bigger results. Certain it is that men none have more thought, study and money been expended in order to bring it to that state of perfection necessary to completely fill the bill the invention or discovery, or whatever it may be called, was designed to fill. Vast sums of money have been spent in buildings and machinery and equipment that were found not to fill the bill, and such experiments became a dead loss, but capital and energy and to-day these search never wearied, and scientific research are cold storage plants in the country that are the wonder of the age.

The prejudice existing in the minds of some against eatables that have been kept in cold storage is due largely to ignorance of the subject, and largely because the prejudice was formed before the art of keeping things in this way was perfected. The scientists and the experts and the experimenters have made discoveries which if properly used and the well established laws of the business are properly carried out, it is only a question of time when all of this prejudice will be entirely removed.

The Thing Is to Know How.
Government experts and other kinds of experts have discovered that all things do not keep alike in cold storage. For instance, eggs placed fresh in storage will remain perfectly fresh for a year and so will butter, but they must go in pure. A perfectly dressed fowl will remain perfect for, say six months, apples will keep months, that is, as long as the time one crop is gathered until the next crop is gathered. Dried fruit will keep almost indefinitely, while there are some articles that should not remain in storage over from thirty to sixty days.

Now it is manifest in view of these demonstrated facts that a cold storage plant, in order to meet the requirements, must be under the management of experts; men who know the business from A to Z, know what goods to store and when goods should be taken out and sold, and when they should not be and when they should not be sold at all. Unless a plant is conducted by men who know the peculiar business as well as a cashier knows the banking business or a doctor knows how to diagnose disease and symptoms, that plant will surely come to a bad end, and so likewise the plant that is presided over by experts who do know the science of cold storage will not only do well, but remove the prejudice still existing in the minds of some people against the whole principle of cold storage.

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